

Message Text

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PAGE 01 ALGIER 02071 161553Z
ACTION COME-00

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R 161411Z AUG 77
FM AMEMBASSY ALGIERS
TO SECSTATE WASHDC 7030
INFO AMEMBASSY RABAT
AMEMBASSY TUNIS
AMCONSUL CASABLANCA

UNCLAS ALGIERS 2071

E.O. 11652: N/A
TAGS: BEXP, AG
SUBJECT: MAY 78 MATERIAL HANDLING SEMINAR MISSION

REF: STATE 124696

1. EMBASSY BELEIVES TWO-DAY MATERIAL HANDLING SEMINAR MISSION TO ALGIERS IN MAY 1978 PROBABLY WORTHWHILE FOLLOW-UP TO RECENT PORT DEVELOPMENT SEMINAR. ONBALANCE BELIEVE SEMINAR SHOULD STAY IN ALGIERS.

2. AS DEPT. AWARE, ALL SIGNIFICANT DIRECT SALES OF EQUIPMENT TO ALGERIA DONE BY PUBLIC TENDER; THEREFORE, SEMINAR MISSION CAN BE COMMERCIALY VALUABLE ONLY IF IT INTRODUCES NEW CONCEPTS OR PRODUCTS WHICH THE CUSTOMER MIGHT NOT OTHERWISE CONSIDER REQUESTING BIA TENDER. THUS, WE RECOMMEND MISSION PAPERS CONCENTRATE ON CONCEPTS, PROBLEMS AND THEIR SOLUTIONS. ADDITIONAL PERIPHERAL TOPIC WHICH HAS BEEN SUGGESTED BY TWO STATE ORGANIZATIONS WHICH WE HAVE VISITED IN CONNECTION WITH PROPOSED SEMINAR IS THAT OF MATERIALS PREPARATION. THAT IS, BOTH ORGANIZATIONS CLAIM THEIR PRINCIPAL PROBLEM IN CONNECTION WITH MATERIALS HANDLING IS THE CONDITION IN WHICH MANY SHIP-

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PAGE 02 ALGIER 02071 161553Z

MENTS ARRIVE. THIS COULD LOGICALLY LEAD TO DISCUSSION OF SUCH SUBJECTS AS PALLETIZATION AND, OF COURSE, CONTAINERIZATION. SINCE PRIMARY EMPHASIS OF RECENT PORT DEVELOPMENT SEMINAR WAS ON CONTAINERIZATION, WE WOULD LIKE TO SEE THIS FOLLOWED UP BY DISCUSSION OF HANDLING, TREATMENT, FORWARDING, ETC OF CONTAINERS.

3. THERE APPARENTLY NO RPT NO CONFLICT WITH PROPOSED
TIMING. DEPT. AWARE OF MAY 1 AND MAY 31 HOLIDAYS
AND OF FACT ALGERIA OBSERVES THURSDAY-FRIDAY WEEKEND.

4. BOTH INTERNATIONAL HARVESTER AND I. I. CASE MAIN-
TAIN OFFICES IN ALGERIA, ALTHOUGH BOTH OFFICES ESSEN-
TIALLLY INACTIVE FOR PURPOSES OF THIS MISSION. MOST
AMERICAN AND FOREIGN MANUFACTURERS OF MATERIALS HANDL-
ING EQUIPMENT ARE COMPETING IN THE ALGERIAN MARKET.

5. GIVEN WIDE APPLICABILITY OF MATERIALS HANDLING
EQUIPMENT, TEMPTATION IS TO ATTEMPT INVOLVE AS MANY
STATE CORPORATIONS AS POSSIBLE IS SEMINAR. HOWEVER,
GIVEN THAT THE SATE STEVEDORING COMPANY, SONAMA, HAS
THE IMPORT MONOPOLY FOR MATERIALS HANDLING EQUIPMENT,
EMBASSY PROPOSES ELICIT THEIR COOPERATION IN CO-SPONSORING
SEMINAR. BECAUSE OF SUMMER VACATIONS, WE HAVE NOT
YET SPOKEN WITH SONAMA, BUT WE HAVE DISCUSSED SEMINAR
WITH STATE WAREHOUSING COMPANY (SONATMAG) AND WITH
SHIPPING COMPANY (CNAN). THEY BOTH PREPARED COOPERATE, BUT
BOTH SAY PRIMARY SPONSOR SHOULD BE SONAMA.
THIS WILL TILT ALGERIAN ATTENDANCE TOWARD THOSE INTE-
RESTED IN PORT PROBLEMS, BUT UNLESS DEPT.
RECOMMENDS OTHERWISE WE WILL PROCEED ON THIS BASIS.

6. IT APPEARS LIKELY THAT SUITABLE CONFERENCE ROOM
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PAGE 03 ALGIER 02071 161553Z

FOR SIMINAR WILL NOT RPT NOT BE AVAILABLE THROUGH
SONAMA OR OTHER ORGANIZATIONS INTERESTED IN SEMIN-
AR SUBJECT. EMBASSY RECOMMENDS, THEREFORE, THAT
PLANNING FOR SEMINAR INCLUDE BUDGET PROVISION FOR
RENTAL OF HOTEL AURASSI CONFERENCE ROOM FOR SEMINAR
(CURRENT RATE APPROX. DOLS. 1250 PER DAY), AS WAS DONE
FOR PORT SEMINAR.

7. SINCE WORLD BANK DOES NOT RPT NOT MAINTAIN OFFICE
ALGIERS, ALL EMBASSY'S INFORMATION REGARDING
BANK PROJECTS COMES EITHER FROM CAGNE OR FROM IBRD
WASHINGTON. SUGGEST DEPT. REQUEST LATEST INFORMATION
RE BANK PROJECTS FROM IBRD WASHINGTON. ESPECIALLY
USEFUL FOR PURPOSES SUBJECT MISSION WOULD BE INFO
RE IJEL PORT PROJECT.HAYNES

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